



U.S.-Korea Trade Agreement What's At Stake for Tree Nuts?

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The U.S.-Korea Trade Agreement (KORUS agreement) will provide America's farmers, ranchers, food processors, and the businesses they support with improved access to the Republic of Korea's \$1 trillion economy and 49 million consumers. Under the agreement, nearly two-thirds of current U.S. agricultural exports will become duty free immediately and lower tariffs will benefit both U.S. suppliers and Korean consumers.

The KORUS agreement will help the United States compete against Korea's other major agriculture suppliers and keep the United States on a level playing field with Korea's current and future free trade partners. Korea finalized its trade agreement with the European Union (EU) in October 2009 and presently has trade agreements in place with Chile, India, and the 10-country ASEAN group. In addition, the country is negotiating new trade agreements with Canada, Australia, New Zealand, and China. Most of these countries are U.S. competitors.

If the United States fails to implement the KORUS agreement, it will likely see its share of Korea's total agricultural imports, which stood at nearly 30 percent in 2009, steadily erode.

Almonds

With the Agreement...

U.S. exporters will benefit from both shelled and in-shell almonds becoming duty free upon implementation of the agreement.

The Trade Situation...

In 2009, Korea was the 11th largest market for U.S. shelled and in-shell almonds. From 2007 through 2009, U.S. suppliers shipped an annual average of 8,511 tons of almonds valued at nearly \$40 million. Sales doubled from 2004 to 2009. The United States is one of the only suppliers of almonds to Korea with virtually 100 percent of the import market.

The Current Market Access Situation...

U.S. shelled and in-shell almonds are currently subject to an applied tariff of 8 percent. In 2006, Korea established an autonomous tariff-rate quota (TRQ) for almonds of 5,300 tons. The in-quota rate is 5 percent while the out-of-quota rate remains at 8 percent. While the applied rate for almonds has been 8 percent for a number of years, Korea's global World Trade Organization (WTO) bound duties are 21 percent for shelled almonds and 45 percent for in-shell almonds. The trade agreement will prevent the arbitrary imposition of the higher tariffs should Korea decide to protect domestic nut industries (such as walnuts).

Pistachios

With the Agreement...

U.S. exporters will benefit from pistachios becoming duty free upon implementation of the agreement.

The Trade Situation...

Sales are strengthening after several flat years. From 2007 to 2009, U.S. suppliers shipped an annual average of 474 tons of pistachios valued at \$2.2 million. The United States is the top supplier of Korea's import market with 78-percent market share in 2009.

The Current Market Access Situation...

U.S. pistachios are currently subject to applied tariffs of 30 percent. However, Korea's WTO bound duty is 45 percent. As with almonds, without the trade agreement, Korea could impose the higher tariff should it decide to protect domestic nut industries.

Walnuts

With the Agreement...

U.S. exporters will benefit from shelled walnuts (current tariff 30 percent) becoming duty free within 6 years. U.S. exporters of in-shell walnuts (current tariff 45 percent) will benefit from duty-free access for their goods within 15 years.

The Trade Situation...

Korea is the seventh largest market for U.S. shelled walnuts. From 2007 through 2009, U.S. suppliers shipped an average of 7,048 tons of shelled walnuts valued at almost \$42 million. Sales have been trending upward. U.S. exports of in-shell walnuts from 2006 through 2008 were 235 tons valued at \$650,000. These exports of in-shell walnuts took place after phytosanitary issues were resolved that had kept U.S. product out of the Korean market. Nearly 100 percent of Korea's import market is for shelled walnuts. Vietnam supplied 0.3% of shelled walnuts to Korea in 2009. Since the resolution on phytosanitary issues, the U.S. share of Korea's import market for in-shell walnuts rose to 42 percent in 2008.

The Current Market Access Situation...

U.S. shelled and in-shell walnuts are currently subject to applied and bound tariff rates of 30 percent and 45 percent, respectively.

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